From:	Danny Mapili - WPD-C
To:	Tracey D. Dickens
Cc:	Tim Hutchens - CBRE; Chris Ruschaupt - CBRE; Steve Braesch; Timothy Lenahan - CBRE; Tony Lopacki - GSA; Mark Stadsklev - WPRA; Marcus Witowski - WPRA; Ronye Palmer - WPTAA; Joshua Hill
Subject:	FERC Renovation Project: Award Phase 1A
Date:	Wednesday, November 16, 2016 4:37:35 PM
Attachments:	image003.png image001.png image002.png FERC Construction Phase 1a Award_Signed.pdf

---

Tracey,
Please see the Award Letter for the Phase 1A.

Chris,
Please advise on the next step/meeting.

Please let us know of any questions.

Thanks

Danny C. Mapili
Project Manager (Contractor)
Office of Design and Construction
U.S. General Services Administration (NCR-PBS)
301 7th Street SW, Room 7919
Washington, DC 20407
P 202-219-0376 | M 703-678-8289

On Wed, Nov 9, 2016 at 1:06 PM, Tracey D. Dickens <tdickens@ucpmanagement.com> wrote:

> Hi Danny,
>
> See attachment.
>
> Thanks,
>
> ***Tracey D. Dickens, LEED AP O+M***
>
> *Special Projects Manager*
>
> *Union Center Plaza Management Corp.*
>
> *5301 Wisconsin Avenue, N.W., Suite 510*

Washington, D.C. 20015

202-289-8818 (direct)

202-289-6000 (main)

202-898-0053 (fax)

202-236-5488 (cell)

E-mail: tdickens@ucpmanagement.com

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From: Tracey D. Dickens
Sent: Wednesday, November 09, 2016 11:40 AM
To: Danny Mapili - GSA <danny.mapili@gsa.gov>
Cc: Tim Hutchens - CBRE <tim.hutchens@cbre.com>; Chris Ruschaupt - CBRE <Chris.Ruschaupt@cbre.com>; Steve Braesch <sbraesch@sgrinvestments.com>; Deborah Perry <dperry@ucpmanagement.com>; Timothy Lenahan - CBRE <Timothy.Lenahan@cbre.com>; Tony Lopacki - GSA <tony.lopacki@gsa.gov>
Subject: RE: Master Construction Cost Proposal for FERC Renovation Project

Hi Danny,

Got your voice mail.

I'll send you the updated letter very shortly.

Thanks,

Tracey D. Dickens, LEED AP O+M

Special Projects Manager

Union Center Plaza Management Corp.

5301 Wisconsin Avenue, N.W., Suite 510

Washington, D.C. 20015

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From: Danny Mapili - WPD-C [mailto:danny.mapili@gsa.gov]
Sent: Wednesday, November 09, 2016 11:29 AM
To: Tracey D. Dickens <tdickens@ucpmanagement.com>
Cc: Tim Hutchens - CBRE <tim.hutchens@cbre.com>; Chris Ruschaupt - CBRE <Chris.Ruschaupt@cbre.com>; Steve Braesch <sbraesch@sgrinvestments.com>; Deborah Perry <dperry@ucpmanagement.com>; Timothy Lenahan - CBRE <Timothy.Lenahan@cbre.com>; Tony Lopacki - GSA <tony.lopacki@gsa.gov>
Subject: Re: Master Construction Cost Proposal for FERC Renovation Project

Tracey

I still need your updated cover letter so I can pull the old one out.

Thanks

On Wednesday, November 9, 2016, Tracey D. Dickens <tdickens@ucpmanagement.com> wrote:

> To confirm, nothing is needed from UCP, correct?

Tracey D. Dickens, LEED AP O+M

Special Projects Manager

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From: Danny Mapili - WPD-C [mailto:danny.mapili@gsa.gov]
Sent: Wednesday, November 09, 2016 11:03 AM

To: Hutchens, Timothy @ Fed Gov Leasing <Tim.Hutchens@cbre.com>
Cc: Ruschaupt, Chris @ Washington DC <Chris.Ruschaupt@cbre.com>; Tracey D. Dickens <tdickens@ucpmanagement.com>; Mark Stadsklev - GSA <mark.stadsklev@gsa.gov>; Steve Braesch <sbraesch@sgrinvestments.com>; Deborah Perry <dperry@ucpmanagement.com>; Lenahan, Timothy @ Fed Gov Leasing <Timothy.Lenahan@cbre.com>; Edwin Lopacki - WPIA <tony.lopacki@gsa.gov>
Subject: Re: Master Construction Cost Proposal for FERC Renovation Project

Tim,

It has been submitted and being processed. The package was just hard to follow in GSA. It should be release soon.

Thanks

Danny C. Mapili

Project Manager (Contractor)

Office of Design and Construction

U.S. General Services Administration

(NCR-PBS)

301 7th Street SW, Room 7919

Washington, DC 20407

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On Wed, Nov 9, 2016 at 10:59 AM, Hutchens, Timothy @ Fed Gov Leasing <Tim.Hutchens@cbre.com> wrote:

> Danny any reason you cannot award based on the proposal I submitted. CBRE is the authorized project manager for the Lessor?

Timothy C. Hutchens | Executive Vice President

CBRE | **Federal Lessor Advisory Group**

750 9th Street, NW, Suite 900 | Washington, DC 20001

T 202 585 5526 | F 202 585 5707 | C 202 714 5836

tim.hutchens@cbre.com | www.cbre.com

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From: Danny Mapili - WPD-C [mailto:danny.mapili@gsa.gov]
Sent: Wednesday, November 09, 2016 8:15 AM
To: Ruschaupt, Chris @ Washington DC
Cc: Hutchens, Timothy @ Fed Gov Leasing; Tracey D. Dickens; Mark Stadsklev - GSA; Steve Braesch; Deborah Perry; Lenahan, Timothy @ Fed Gov Leasing; Edwin Lopacki - WPIA
Subject: Re: Master Construction Cost Proposal for FERC Renovation Project

Good morning Chris,

There was a communication issues between our contracts and budget. Initially, Tracy has submitted a cover letter for this, but with all the revisions, it is not accurate with Tim's letter.

Can Tracy revise her cover letter, and specifically put the Total Costs for Phase 1A in the cover letter?

This would help the communication between our departments.

Thanks,

Danny C. Mapili

Project Manager (Contractor)

Office of Design and Construction

U.S. General Services Administration

(NCR-PBS)

301 7th Street SW, Room 7919

Washington, DC 20407

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On Tue, Nov 8, 2016 at 2:19 PM, Ruschaupt, Chris @ Washington DC <Chris.Ruschaupt@cbre.com> wrote:

Danny,

Can you provide an update on the status of the issuance of Award 1A?

Thanks

Chris

Chris Ruschaupt, LEED® AP | Senior Director
CBRE, Inc. | Mid-Atlantic Project Management

750 9th Street NW, Suite 900 | Washington, DC 20001

T 202 585 5656 | F 202 783 1723 | C571 221 9524
chris.ruschaupt@cbre.com | www.cbre.com/pm-dc

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From: Hutchens, Timothy @ Fed Gov Leasing
Sent: Thursday, October 27, 2016 9:02 AM
To: Danny Mapili - WPD-C
Cc: Tracey D. Dickens; Ruschaupt, Chris @ Washington DC; Mark Stadsklev - GSA; Steve Braesch; Deborah Perry; Lenahan, Timothy @ Fed Gov Leasing; Edwin Lopacki - WPIA
Subject: RE: Master Construction Cost Proposal for FERC Renovation Project

Danny, it is my understanding that this now addresses all of the concerns you raised and you should now be in a position to issue (1) the total project cost acknowledgement letter and (2) the Phase IA award letter. Please keep us posted on the timing of when we will see the letters. Thanks for all the help and assistance in getting us to this point.

Timothy C. Hutchens | Executive Vice President

CBRE | **Federal Lessor Advisory Group**

750 9th Street, NW, Suite 900 | Washington, DC 20001

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From: Danny Mapili - WPD-C [mailto:danny.mapili@gsa.gov]
Sent: Wednesday, October 26, 2016 8:36 AM
To: Hutchens, Timothy @ Fed Gov Leasing
Cc: Tracey D. Dickens; Ruschaupt, Chris @ Washington DC; Mark Stadsklev - GSA; Steve Braesch; Deborah Perry; Lenahan, Timothy @ Fed Gov Leasing; Edwin Lopacki - WPIA
Subject: Re: Master Construction Cost Proposal for FERC Renovation Project

Tim,

Regarding the Award, it normally takes about 8 to 10 working days. The projection of 10/31/2016 award issuance was based on last week's timeline.

There is still an error in the calculation. I have reviewed what was submitted, and the only calculation that is not accurate is the General Contractor's Fee. The presentation Chris had provided on the leveling of the general contractors (during the procurement of the general contractor) is that the General Contractor's Fee is the percent of Subtotal Trade Costs. What is showing from the bid summary calculation is that the General Contractor's Fee is the percent of the sum of Subtotal Trade costs, Payment & Performance Bond, Sub-guard, and Contractor's Insurance.

That leveling is on file, and has to be consistent in your proposal. It will be an audit issue.

As soon as this is corrected, I can't put the award package together.

Thanks,

Danny C. Mapili

Project Manager (Contractor)

Office of Design and Construction

U.S. General Services Administration

(NCR-PBS)

301 7th Street SW, Room 7919

Washington, DC 20407

P 202-219-0376 | M 703-678-8289

On Wed, Oct 26, 2016 at 8:13 AM, Hutchens, Timothy @ Fed Gov Leasing <Tim.Hutchens@cbre.com> wrote:

Danny, my mistake I had not seen your draft letter. It will satisfy what we need. On the second page where you ask about added costs its really adjusted costs. I would propose you use the following language.

the costs for such phase and each subsequent phase will be subject to possible increase due to such delay. If this occurs the lessor will submit a proposal together with an explanation and appropriate backup should such increased costs be included and such proposal shall be compared to the Government's IGE prior to an award being made.

Do you think you will be able to issue this and the award for Phase IA this week?

Timothy C. Hutchens | Executive Vice President

CBRE | **Federal Lessor Advisory Group**

750 9th Street, NW, Suite 900 | Washington, DC 20001

T 202 585 5526 | F 202 585 5707 | C 202 714 5836

tim.hutchens@cbre.com | www.cbre.com

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From: Danny Mapili - WPD-C [mailto:danny.mapili@gsa.gov]
Sent: Wednesday, October 12, 2016 11:25 PM
To: Hutchens, Timothy @ Fed Gov Leasing
Cc: Tracey D. Dickens; Ruschaupt, Chris @ Washington DC; Mark Stadsklev - GSA; Steve Braesch; Deborah Perry; Lenahan, Timothy @ Fed Gov Leasing; Edwin Lopacki - WPIA
Subject: Re: Master Construction Cost Proposal for FERC Renovation Project

Tim,

As mentioned in below email regarding not possible to add verbage in the Award Letter, i'd like to suggest that we do a letter agreeing on the total costs, and then issuing an award for each phase as broken down in the agreement letter.

So I revised your letter, and is attached. Mark has not seen this so we'll see what he says. also the award values are not final until we resolved my comments mentioned in the last 2 emails.

Thanks,

Danny C. Mapili

Project Manager (Contractor)

Office of Design and Construction

U.S. General Services Administration

(NCR-PBS)

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Washington, DC 20407

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On Wed, Oct 12, 2016 at 8:42 PM, Danny Mapili - WPD-C <danny.mapili@gsa.gov> wrote:

Tim,

Response to your email below:

1. General Condition - In context of the RFP, and the bidding process when we procure BB, it is a weekly rate that is directly related to the 5 phases of the project. With the Government delay in funding, the true start (technically) of the phases' work is around 5.15.2017. Chris has asked me if it is possible to make an award for the pre-construction work, and the mock-up related work. and I said that we can possibly do that. He also has asked that he would include some General Condition proportionate to the submittals process, but that general Condition when added to the actual general condition of phase 1 calculation should be the same. Later, it was suggested that because of the delay, we would do the mock up related, and some site logistic work. I would think that the general condition on that is minimal. To now see in your proposal that Phase 1A is a full phase, and that it appears that we are being charged for the weekly rate is not correct. Which is why in my email below, it will be difficult to justify a general condition that is 38% of the trade costs. this is a RED flag to our auditiors, and we cannot justify that. Again Phase 1A is not a true phase description in our GC procurement.

To address your general condition start date of 9/6/2016, I didn't think that we agreed to that date. We would not have a general condition start date before the award date. The schedule shows that with the Lessor's proposal (CP#17) dated 8/17/2016, will give us an award issuance of Oct. 11, 2016. But then again, the context of general condition is the actual phase work. Phase 1B is the actual

phase 1. As described above, GSA is willing to compensate the GC on the general condition associated in Phase 1A, but not 38% of the trade costs.

2. CP#14 - Additonal hours for A/E - I did not have any comment on this item in my email below. We agreed to this and we will award.

3. Contingency - We will not include this value in the award. It is against our procurement policy.

4. Draft Award Letter - I don't think that we can put those "verbage conditions" in the award letter. The award letter is a template that we cannot change or add any verbage. You should put those verbage in the Lessor's cover letter. There is a language in the award letter " The Government hereby accepts your proposal dated _____". If your proposal was accepted as stated, then those conditions that you have stated are covered in that one sentence.

Please provide comments to the items I have mentioned in my email below.

Thanks,

Danny C. Mapili

Project Manager (Contractor)

Office of Design and Construction

U.S. General Services Administration

(NCR-PBS)

301 7th Street SW, Room 7919

Washington, DC 20407

P 202-219-0376 | M 703-678-8289

On Wed, Oct 12, 2016 at 6:20 PM, Hutchens, Timothy @ Fed Gov Leasing <Tim.Hutchens@cbre.com> wrote:

Danny re the general conditions items, the agreement to get Balfour to hold the prices required general conditions and site logistics to start as of 9/6. Our understanding was that proposal (CP14) was acceptable to GSA and therefore has been incorporated into this proposal. I will discuss the contingency issue and since the understanding was "no spend" without GSA approval we can probably take it out. Please review draft acceptance and award letter as this may all be moot if you can't accept the total cost at this time. Thanks.

Timothy C. Hutchens | Executive Vice President

CBRE | **Federal Lessor Advisory Group**

750 9th Street, NW, Suite 900 | Washington, DC 20001

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tim.hutchens@cbre.com | www.cbre.com

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From: Danny Mapili - WPD-C [mailto:danny.mapili@gsa.gov]
Sent: Wednesday, October 12, 2016 3:48 PM

To: Tracey D. Dickens
Cc: Ruschaupt, Chris @ Washington DC; Hutchens, Timothy @ Fed Gov Leasing; Mark Stadsklev - GSA; Steve Braesch; Deborah Perry; Lenahan, Timothy @ Fed Gov Leasing
Subject: Re: Master Construction Cost Proposal for FERC Renovation Project

Thank you Tracey.

A quote from your provider will be sufficient for our documentation. The quote can to be per phase or one quote, but we have to spread this cost in each phase.

Chris/Tim,

Follow up questions/clarifications:

1. In your Master Budget, there's a 5% contingency included in the schedule of award values. In one of our meetings, I have stated that GSA is not allowed to award a contingency. The award value will exclude this contingency amount. GSA will ask for funding from FERC to include that rate as a basis of contingency. GSA will hold that money, and in the process of construction, if there are unknown/unforseen items that requires us to issue an award, GSA will use that contingency to fund that award at that time.

2. There's a calculation error on the GC Fee. We agreed on 2% of the Trade Costs. The calculation value is a tiny bit more than 2%

3. The General Condition in your proposal has 145 weeks total. The proposal proposed a start date of 10/15/16 onward. Given that the Award is not going to be issued tomorrow, we will have the start of the general condition on the day of award issuance.

4. We are anticipating that the Phase 1B will start May 15, 2017. From October 15th 2016 (for the purpose of calculation only as the award will be delayed) to May 15th, 2017 is the period of the Phase 1A. By the costs value of work in Phase 1A, it is obvious that the amount of work in Phase 1A is not as much as in other phases, we

believe that the effort is less, and so the costs for general condition associated with Phase 1A should be reduced accordingly. We are not able to justify that the general condition in phase 1A is over 38% of the trade costs.

5. Same analogy in item 4, the Site and Project logistics, Field Operations needs to be reduced. We will not be able to justify that this costs is over 39% of the trade costs.

6. The "Enhancement to the existing policy" needs to be spread out to all the phases.

Thanks,

Danny C. Mapili

Project Manager (Contractor)

Office of Design and Construction

U.S. General Services Administration

(NCR-PBS)

301 7th Street SW, Room 7919

Washington, DC 20407

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On Wed, Oct 12, 2016 at 11:12 AM, Tracey D. Dickens <tdickens@ucpmanagement.com> wrote:

Danny – We have requested a written explanation from our insurance agent regarding

the builder's risk equivalent form of insurance. A policy is not in place as work has yet to commence.

Thanks,

Tracey D. Dickens, LEED AP O+M

Special Projects Manager

Union Center Plaza Management Corp.

5301 Wisconsin Avenue, N.W., Suite 510

Washington, D.C. 20015

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From: Ruschaupt, Chris @ Washington DC [mailto:Chris.Ruschaupt@cbre.com]
Sent: Tuesday, October 11, 2016 11:49 AM
To: Danny Mapili - WPD-C <danny.mapili@gsa.gov>
Cc: Hutchens, Timothy @ Fed Gov Leasing <Tim.Hutchens@cbre.com>; Mark Stadsklev - WPRA <mark.stadsklev@gsa.gov>; Steve Braesch <sbraesch@sgrinvestments.com>; Tracey D. Dickens <tdickens@ucpmanagement.com>; Deborah Perry <dperry@ucpmanagement.com>;

Lenahan, Timothy @ Fed Gov Leasing <Timothy.Lenahan@cbre.com>
Subject: Re: Master Construction Cost Proposal for FERC Renovation Project

Danny

The full breakdown of the Site Logistics is included in the bid information. I can isolate and send this to you.

I will have UCP address the insurance question

Thanks

Sent from my iPhone

On Oct 11, 2016, at 11:47 AM, Danny Mapili - WPD-C <danny.mapili@gsa.gov> wrote:

> Chris,
>
> Is there a further breakdown of what are included in the logistics? Please provide.
>
> For the enhancement policy, what is covered in the base policy, and what are covered in the enhancement policy? also, please provide a copy of the enhancement policy. Thanks
>
> Danny C. Mapili
>
> Project Manager (Contractor)
>
> Office of Design and Construction
>
> U.S. General Services Administration
>
> (NCR-PBS)

301 7th Street SW, Room 7919

Washington, DC 20407

P 202-219-0376 | M 703-678-8289

On Tue, Oct 11, 2016 at 10:37 AM, Ruschaupt, Chris @ Washington DC <Chris.Ruschaupt@cbre.com> wrote:

> All,
>
> Following up on the responses to the questions raised by GSA. Were the explanations sufficient or is additional information required?
>
> Thank you,
>
> Chris
>
> Chris Ruschaupt, LEED® AP | Senior Director
> CBRE, Inc. | Mid-Atlantic Project Management
>
> 750 9th Street NW, Suite 900 | Washington, DC 20001
>
> T 202 585 5656 | F 202 783 1723 | C571 221 9524
> chris.ruschaupt@cbre.com | www.cbre.com/pm-dc
>
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From: Ruschaupt, Chris @ Washington DC
Sent: Thursday, October 06, 2016 10:05 PM
To: 'Danny Mapili - WPD-C'; Hutchens, Timothy @ Fed Gov Leasing
Cc: Mark Stadsklev - WPRA; Steve Braesch; Tracey D. Dickens; Deborah Perry; Lenahan, Timothy @ Fed Gov Leasing
Subject: RE: Master Construction Cost Proposal for FERC Renovation Project

Danny,

In response to your questions regarding Balfour Beatty's General Conditions & Site and the Builder's Risk Insurance.

- Site Logistics-During the evaluation of General Contractor responses to the RFP for General Conditions & Fee, the variations in estimated costs for site logistics categories (i.e. field office, protection of materials, off-hours supervision, dumpsters and trash removal, tool rentals, safety and cleaning measures, etc.) varied greatly between each of the GC's, or in some cases, were not provided. The consensus was to evaluate the Contractors based on their staffing costs (General Conditions) which are more predictable and more precise. Balfour's rate of $6,070.00 per week was the lowest qualified number and has been agreed too. The cost for site logistics was developed by Balfour once the final approach and requirements related to phasing/scheduling, site logistics, security and protection was fully understood. The costs included under the Site Logistics and Field Operations are reasonable and customary for this type of project and are included in the Cost of the Work, separate from General Conditions.

- Builder's Risk Insurance-The term "Builder's Risk" used in the GMP summary is incorrect and has been revised to reflect the "Lessor/Lessor's Agent Insurance (Enhancements Only)", which is allowed per Award #3 as an actual cost . After discussing options and available products with their insurance provider, the Lessor/Lessor's Agent will procure an enhancement (a Builder's Risk equivalent) to their current insurance as it relates to the FERC project.

Let me know if you need any further clarifications or have additional questions.

Thank you,

Chris

Chris Ruschaupt, LEED® AP | Senior Director
CBRE, Inc. | Mid-Atlantic Project Management

750 9th Street NW, Suite 900 | Washington, DC 20001

T 202 585 5656 | F 202 783 1723 | C571 221 9524
chris.ruschaupt@cbre.com | www.cbre.com/pm-dc

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From: Danny Mapili - WPD-C [mailto:danny.mapili@gsa.gov]
Sent: Thursday, October 06, 2016 5:12 PM
To: Hutchens, Timothy @ Fed Gov Leasing
Cc: Mark Stadsklev - WPRA; Steve Braesch; Tracey D. Dickens; Ruschaupt, Chris @ Washington DC; Deborah Perry; Lenahan, Timothy @ Fed Gov Leasing
Subject: Re: Master Construction Cost Proposal for FERC Renovation Project

Thanks Tim. The award is in queue awaiting Chris' clarification on my questions this morning.

--
Thx,
Danny Mapili
Sent from GSA Gmail Mobile